

Message Text

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PAGE 01 MANILA 13582 300828Z
ACTION EA-12

INFO OCT-01 ISO-00 SP-02 USIA-06 AID-05 EB-08 NSC-05
TRSE-00 SS-15 STR-04 OMB-01 CEA-01 CIAE-00
COME-00 FRB-03 INR-07 NSAE-00 XMB-02 OPIC-03
LAB-04 SIL-01 IGA-02 /082 W
-----109683 301151Z /41

R 300724Z AUG 77
FM AMEMBASSY MANILA
TO SECSTATE WASHDC 4405
INFO AMEMBASSY BANGKOK
AMEMBASSY JAKARTA
AMEMBASSY KUALA LUMPUR
AMEMBASSY SINGAPORE

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E.O. 11652: NA
TAGS: BENC, ASEAN, ID, RP, TH, MY, SN
SUBJECT: ASEAN: PROPOSAL OR HIGH LEVEL U.S. DESIGN/CONSTRUCTION
INDUSTRY VISIT TO ASEAN COUNTRIES

REFS: A. STATE 198443, B. MANILA 11818

1. MANILA WELCOMES PROPOSED MISSION OF U.S. DESIGN/
CONSTRUCTION INDUSTRY. IS THIS IN RESPONSE TO OUR PROPOSAL
IN REFTEB B? IF SO, WE THINK IT IMPORTANT THAT INDUSTRY
MISSION NOT APPEAR TO BE FOCUSED SOLELY ON SELLING SERVICES,
AS REFTTEL A INDICATES, BUT RATHER APPEAR AS A U.S. INDUSTRY
ORIENTATION AND INFORMATION GATHERING TRIP TO INVESTIGATE
HOW U.S. BUSINESS CAN BEST SERVE ASEAN DEVELOPMENT GOALS
THROUGH INVESTMENTS SUPPORTED NATURALLY BY U.S. ENGINEERING/
CONSTRUCTION SERVICES AND TECHNOLOGY. ANY SUCH MISSION
WOULD OF COURSE HAVE MORE CREDIBILITY IF IT INCLUDED
REPRESENTATIVES FROM THE US EXIMBANK (EVEN IF ONLY FOR
ORIENTATION PURPOSES) AND FROM PRIVATE U.S. FINANCIAL
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INSTITUTIONS.

2. TO FURTHER BROADEN THE PERSPECTIVES OF THE INDUSTRY
MISSION AND HIGHLIGHT THE ROLE U.S. BUSINESS DOES AND
CAN PLAY IN HELPING ASEAN COUNTRIES ACHIEVE THEIR
DEVELOPMENT GOALS, COMMERCE AND STATE MAY ALSO CONSIDER
RECRUITING FIRMS THAT ALREADY HAVE OR POSSESS THE

POTENTIAL FOR SIGNIFICANT INVESTMENT IN THE AREA. WE BELIEVE IT IS IMPORTANT TO AVOID WHAT COULD BE CONSTRUED AS CRASS "SELLING ONLY" APPROACH ON THIS FIRST U.S. BUSINESS MISSION TO ASEAN. HOST GOVERNMENTS WOULD NOT BE RECEPTIVE TO SUCH AN APPROACH. INITIAL EEC AND JAPANESE EFFORTS HAD THIS FLAVOR AND WERE RESENTED, AT LEAST BY THE PHILIPPINES.

3. IF MISSION PROPOSED IN REFTTEL A IS NOT INTENDED TO BE THE HIGH-LEVEL TRADE AND INVESTMENT MISSION TO ASEAN PROPOSED IN REFTTEL B, WE SUGGEST IT NOT BE BILLED AS DEMONSTRATING USG AND US INDUSTRY INTEREST IN ASEAN FOR THE REASONS CITED ABOVE. RATHER, IT CAN BE A USG-SPONSORED MISSION VISITING A NUMBER OF COUNTRIES, COINCIDENTALLY WHICH ALL HAPPEN TO BELONG TO ASEAN. IF TWO SEPARATE MISSIONS ARE BEING CONTEMPLATED, THIS DESIGN/CONSTRUCTION MISSION SHOULD COME AFTER THE BROADER US BUSINESS MISSION TO ASEAN.

4. WE ARE PREPARED TO RECEIVE EITHER TYPE OF MISSION IN NOVEMBER AND GIVE IT FULL ADVANCE PLANNING AND SUPPORT.
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Message Attributes

Automatic Decaptioning: X
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Control Number: n/a
Copy: SINGLE
Sent Date: 30-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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From: MANILA
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t1977089/aaaaagxx.tel
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Litigation Codes:
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